

...Tej shared his proven approaches on how to better serve clients while continually developing new business. The live Q&A as well as subsequent feedback from our attorneys were a reflection of his intuitive and impactful techniques....

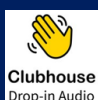
Anca M. - Moses & Singer LLP NY



...Our teams found his modern fresh approach to forging quality, client relationships refreshing and impactful. His content was valuable and his delivery compelling. I look forward to doing more with Tej.

Steve V. - Valley National Bank

<https://www.linkedin.com/in/tejb/>



<https://www.clubhouse.com/@tejtakeaways>

<https://www.instagram.com/tejtakeaways/>



<https://twitter.com/tejtakeaways>

Biography

Tej brings 20+ years of business development & client management experience. Throughout his tenure of sourcing and closing enterprise level, complex clients, Tej mastered the dual role of Player-Coach. He passionately enjoys the art of sales and negotiation as an investment banker, sales consultant and speaker. As a result of his journey of 16,000+ live deals & pitches, he designed a system to maximize ROI and efficacy of the entire sales process. His 360° Business, Client, & Portfolio Development System™ (BCPDS) is an interchangeable set of lessons for any client facing professional. It can be customized for someone new in the business or running a seasoned, proven practice. Your product or service is only as relevant and sustainable as your delivery, follow through, and execution!

Topics & Expertise

- ❖ Planning, preparing and hunting system for new clients – cold business development
- ❖ Farming third-party referrals and partnerships – warm business development
- ❖ Nurture hidden opportunities within current book of business – portfolio management
- ❖ Negotiation 360° strategies and counters (managing biases) – people management
- ❖ Lead hard skills+assets (IQ) with soft skills+assets (EQ) – relationship management
- ❖ Deploy the unlimited power of 2° connections – network management

Offerings

One hour session

Keynote

Full Day Workshop

Corporate Contract

Visit [360° BCPDS™ \(tejbrahmhatt.com\)](https://tejbrahmhatt.com)